

Message Text

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PAGE 01 STATE 110200
ORIGIN EA-12

INFO OCT-01 ISO-00 EB-08 COME-00 XMB-02 PM-05 MCE-00
TRSE-00 CIAE-00 INR-10 NSAE-00 ACDA-12 DODE-00
OMB-01 SSO-00 SS-15 INRE-00 /066 R

DRAFTED BY:EA/TIMBS:EJCHESKY
APPROVED BY:EA/TIMBS - ROBERT E FRITTS
EB/TCA/AVP - JMROBERTS (SUBS)
COMMERCE - MR. HARDISTY (INFO)
EXIM - KWICKETT (SUBS)
PM:CMDR. ROGERS (INFO)
-----127776 020711Z /17/64
O 011620Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA IMMEDIATE

C O N F I D E N T I A L STATE 110200

C O R R E C T E D COPY(LINE 3 ITEM 3 OMITTED)

E.O. 11652: GDS

TAGS: EAIR, BEXP, ID

SUBJECT: POTENTIAL SALE OF LOCKHEED L-100'S TO GOI

REF: JAKARTA 5498 AND PREVIOUS

1. WE ARE VERY INTERESTED IN CHANCE OF LOCKHEED SALES
BEING ADVANCED BY THE INVOLVEMENT OF MINISTER RUSMIN AND
THE FORTHCOMING VISIT OF THE VICE PRESIDENT OF JAKARTA.
EMBASSY'S REPORTING ON THE PAST LACKLUSTER SALES PERFORM-
ANCE BY SEVERAL PARTS OF LOCKHEED HAS BEEN HELPFUL. WE
THEREFORE HAVE TAKEN ANOTHER CHANNEL AND LOCAL WASHINGTON
LOCKHEED REPRESENTATIVE HAS BEEN FULLY INFORMED OF THE
CURRENT STATUS OF INDONESIAN INTEREST IN BOTH C-100S AND
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C-400S, FURTHER DETAILS REQUIRED (PARA 1, REFTEL) AND ABOVE
ALL DEVELOPMENT OF A FINANCIAL PACKAGE ASAP.

2. LOCAL LOCKHEED REP REPORTS THAT HE HAS CONTACTED VICE
PRESIDENT FOR MARKETING. ATLANTA IS NOW TAKING THIS
POTENTIAL CONTRACT VERY SERIOUSLY AND EXPECTS TO BE ABLE
PROVIDE DEPT WITH INFORMATION REQUESTED IN PARA 1 OF REFTEL

EARLY NEXT WEEK FOR TRANSMITTAL TO EMBASSY. INFORMATION WILL ALSO BE TELEXED DIRECTLY TO ASIAN REGIONAL OFFICE OF LOCKHEED WHICH WILL PROBABLY SEND REP. TO JAKARTA THIS WEEK. APPROACH TO EXIM ALSO EXPECTED SHORTLY.

3. WE HAVE ALSO CONTACTED EXPORT-IMPORT BANK WHO HAVE NOT YET HEARD FROM LOCKHEED. EXIM OF COURSE STANDS READY TO CONSIDER PROPOSAL IF MADE BY COMPANY. THEY WARN, HOWEVER, OF NECESSITY OF SECURING CERTIFICATION FROM GOI THAT PLANES ARE STRICTLY FOR CIVILIAN USAGE TO MEET EXIM'S LEGAL RESTRICTIONS. FURTHER DETAILS ON THIS REQUIREMENT WILL BE PROVIDED TO YOU IF EXIM FINANCING SEEMS REAL POSSIBILITY.

4. EMBASSY IS CONGRATULATED ON THIS INITIATIVE. WE INTEND TO GIVE IT HIGH PRIORITY HERE AND CONTINUE TO NEED FULLEST INFORMATION FROM YOU TO ASSIST AND ENCOURAGE THE COMPANY. CHRISTOPHER

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